

March 2019



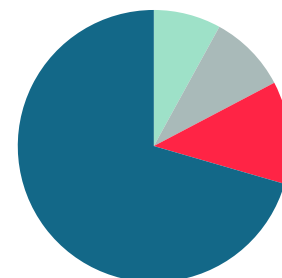
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 15, 2023 for MLS Technology Inc.

Compared Metrics	2018	March 2019	+/-%
Closed Listings	85	86	1.18%
Pending Listings	78	100	28.21%
New Listings	262	261	-0.38%
Median List Price	91,200	104,500	14.58%
Median Sale Price	79,000	104,250	31.96%
Median Percent of Selling Price to List Price	95.12%	95.55%	0.45%
Median Days on Market to Sale	64.00	54.00	-15.63%
End of Month Inventory	811	758	-6.54%
Months Supply of Inventory	9.63	8.97	-6.81%



■ Closed (8.00%)
■ Pending (9.30%)
■ Other OffMarket (12.19%)
■ Active (70.51%)

Absorption: Last 12 months, an Average of **85** Sales/Month
Active Inventory as of March 31, 2019 = **758**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **6.54%** to 758 existing homes available for sale. Over the last 12 months this area has had an average of 85 closed sales per month. This represents an unsold inventory index of **8.97** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **31.96%** in March 2019 to \$104,250 versus the previous year at \$79,000.

Median Days on Market Shortens

The median number of **54.00** days that homes spent on the market before selling decreased by 10.00 days or **15.63%** in March 2019 compared to last year's same month at **64.00** DOM.

Sales Success for March 2019 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 261 New Listings in March 2019, down **0.38%** from last year at 262. Furthermore, there were 86 Closed Listings this month versus last year at 85, a **1.18%** increase.

Closed versus Listed trends yielded a **33.0%** ratio, up from previous year's, March 2018, at **32.4%**, a **1.56%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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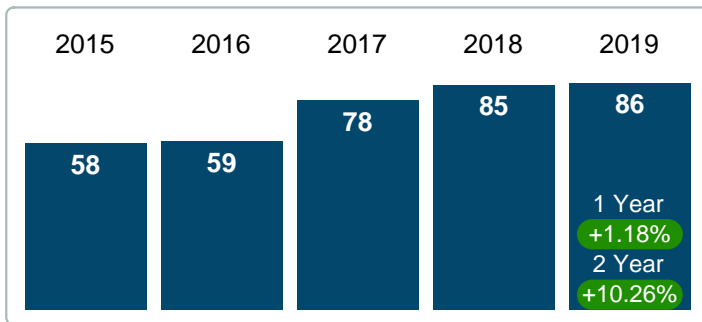
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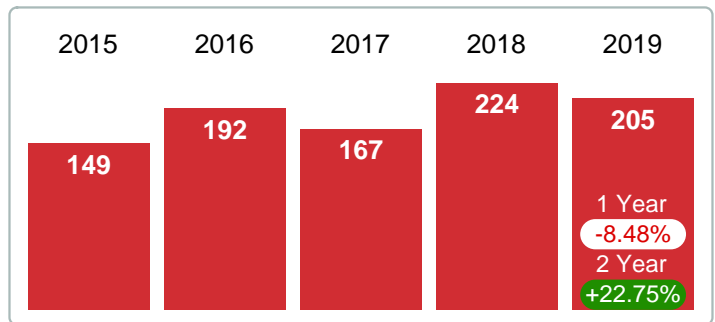
CLOSED LISTINGS

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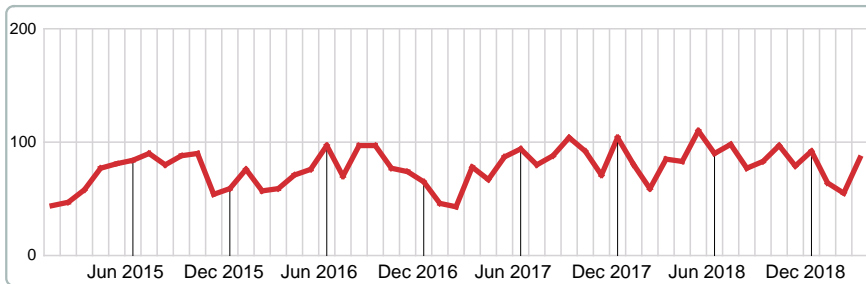
MARCH



YEAR TO DATE (YTD)

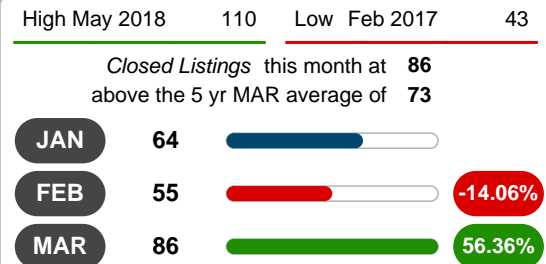


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 73



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	8.14%	24.0	6	1	0	0
\$40,001 - \$60,000	12	13.95%	69.0	3	8	1	0
\$60,001 - \$80,000	12	13.95%	43.5	2	9	1	0
\$80,001 - \$130,000	22	25.58%	61.0	4	16	1	1
\$130,001 - \$180,000	14	16.28%	49.5	0	10	3	1
\$180,001 - \$260,000	11	12.79%	49.0	0	8	3	0
\$260,001 and up	8	9.30%	52.5	3	4	0	1
Total Closed Units	86			18	56	9	3
Total Closed Volume	11,475,639	100%	54.0	1.99M	7.40M	1.37M	717.00K
Median Closed Price	\$104,250			\$57,395	\$107,000	\$176,000	\$165,000

March 2019



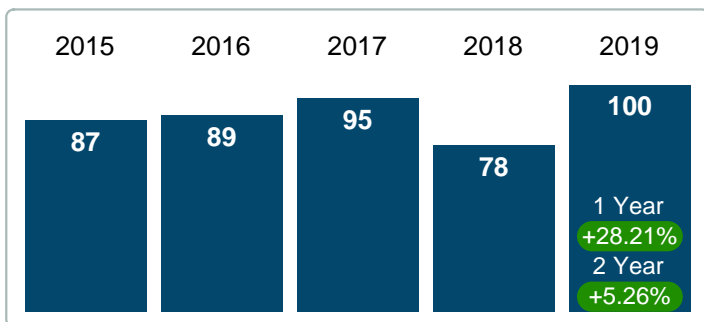
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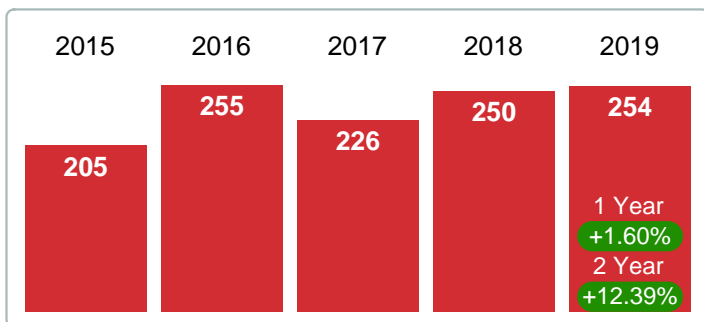
PENDING LISTINGS

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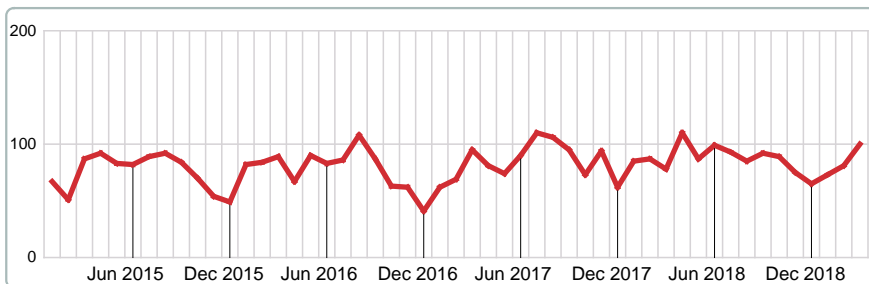
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

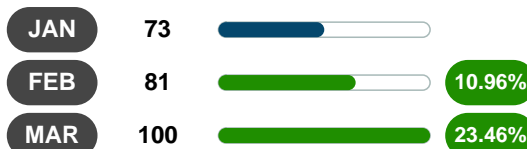


3 MONTHS

5 year MAR AVG = 90

High Apr 2018 110 Low Dec 2016 41

Pending Listings this month at 100 above the 5 yr MAR average of 90



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	10.00%	25.0	1	7	2	0
\$40,001 - \$50,000	7	7.00%	62.0	1	6	0	0
\$50,001 - \$80,000	17	17.00%	23.0	4	13	0	0
\$80,001 - \$140,000	26	26.00%	54.5	6	16	4	0
\$140,001 - \$210,000	17	17.00%	53.0	1	12	3	1
\$210,001 - \$290,000	12	12.00%	50.0	2	7	2	1
\$290,001 and up	11	11.00%	35.0	0	7	3	1
Total Pending Units	100			15	68	14	3
Total Pending Volume	14,805,170	100%	41.0	1.56M	9.63M	2.69M	923.00K
Median Listing Price	\$119,900			\$82,000	\$117,450	\$154,450	\$225,000

March 2019



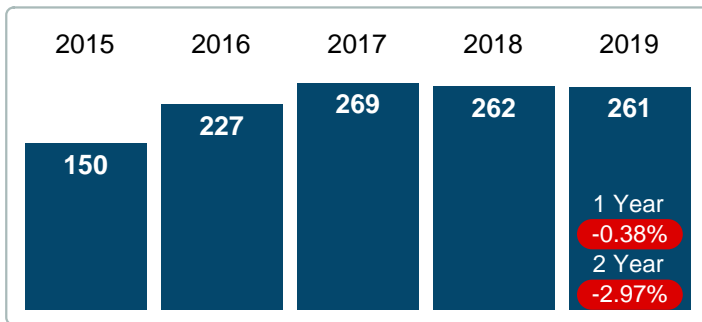
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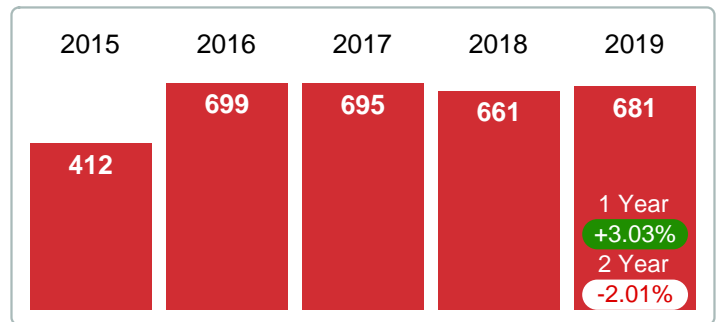
NEW LISTINGS

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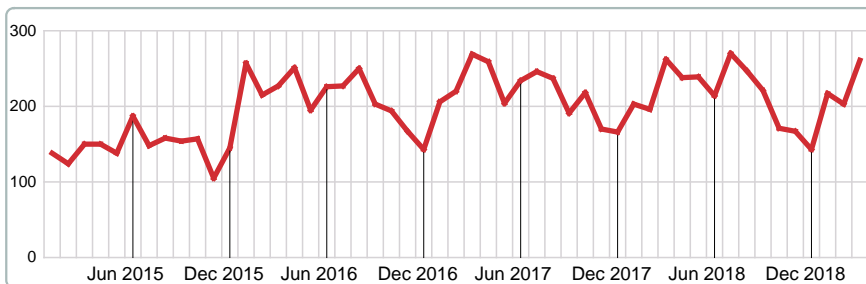
MARCH



YEAR TO DATE (YTD)

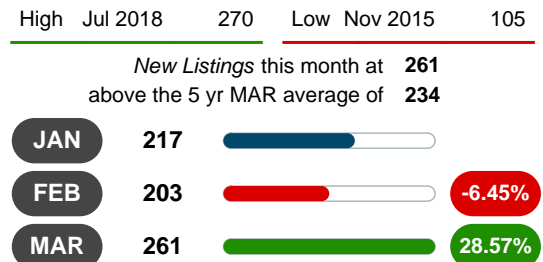


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 234



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds 3 Beds 4 Beds 5+ Beds			
\$30,000 and less	13	4.98%	6	5	2	0
\$30,001 - \$60,000	42	16.09%	17	24	1	0
\$60,001 - \$80,000	35	13.41%	11	21	3	0
\$80,001 - \$150,000	70	26.82%	14	47	8	1
\$150,001 - \$250,000	43	16.48%	8	24	10	1
\$250,001 - \$310,000	30	11.49%	6	12	9	3
\$310,001 and up	28	10.73%	1	11	11	5
Total New Listed Units	261		63	144	44	10
Total New Listed Volume	46,265,264	100%	6.96M	23.15M	11.58M	4.57M
Median New Listed Listing Price	\$119,900		\$72,000	\$115,000	\$238,500	\$374,450

March 2019



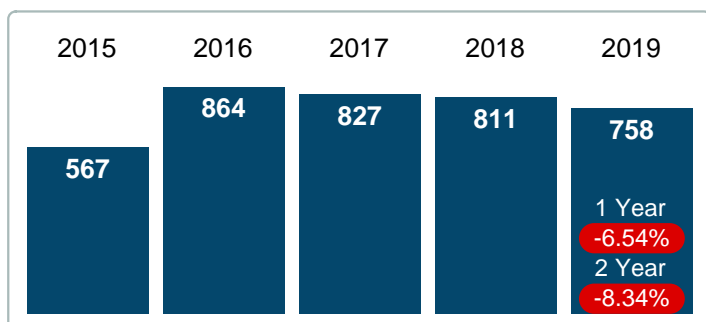
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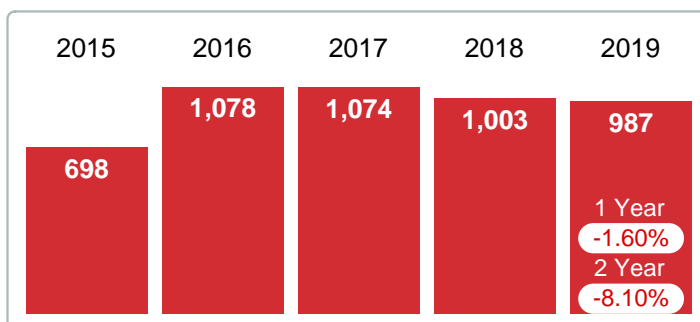
ACTIVE INVENTORY

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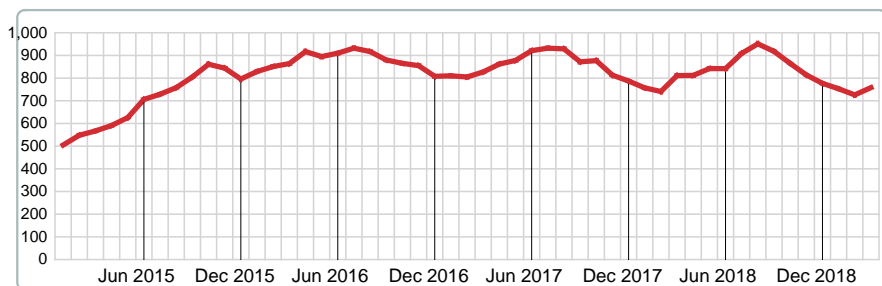
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

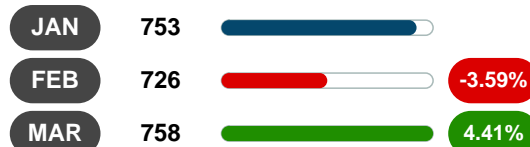


3 MONTHS

5 year MAR AVG = 765

High Aug 2018 951 Low Jan 2015 505

Inventory this month at **758**
below the 5 yr MAR average of **765**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	64	8.44%	44.5	38	21	5	0
\$40,001 - \$70,000	103	13.59%	53.0	41	59	3	0
\$70,001 - \$100,000	114	15.04%	51.0	29	65	19	1
\$100,001 - \$180,000	179	23.61%	62.0	23	127	27	2
\$180,001 - \$280,000	117	15.44%	56.0	19	59	33	6
\$280,001 - \$440,000	103	13.59%	58.0	9	53	35	6
\$440,001 and up	78	10.29%	72.0	1	25	38	14
Total Active Inventory by Units			758	160	409	160	29
Total Active Inventory by Volume			163,166,819	17.38M	76.15M	52.70M	16.95M
Median Active Inventory Listing Price			\$135,000	\$72,950	\$129,900	\$249,950	\$440,000

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MONTHS SUPPLY of INVENTORY (MSI)

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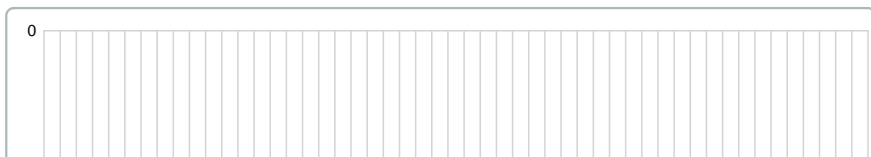
MSI FOR MARCH

2015	2016	2017	2018	2019

INDICATORS FOR MARCH 2019

Inventory	Closed	Absorption	MSI	MSI %
758	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = inf

High Mar 2019	inf	Low Mar 2019	inf
Months Supply this month at inf			
equal to 5 yr MAR average of inf			
JAN	inf		%
FEB	inf		%
MAR	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	64	8.44%	5.41	6.33	4.27	5.45	0.00
\$40,001 - \$70,000	103	13.59%	7.27	10.93	6.44	2.57	0.00
\$70,001 - \$100,000	114	15.04%	7.35	8.09	6.34	11.40	0.00
\$100,001 - \$180,000	179	23.61%	7.59	8.90	7.19	9.53	4.00
\$180,001 - \$280,000	117	15.44%	9.89	28.50	7.61	11.31	12.00
\$280,001 - \$440,000	103	13.59%	17.17	0.00	15.14	22.11	6.55
\$440,001 and up	78	10.29%	49.26	6.00	42.86	65.14	56.00
Market Supply of Inventory (MSI)			8.97	9.55	7.60	13.71	12.89
Total Active Inventory by Units		100%	8.97	160	409	160	29

March 2019



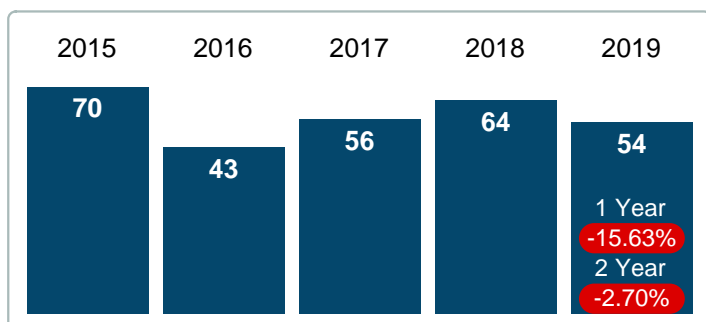
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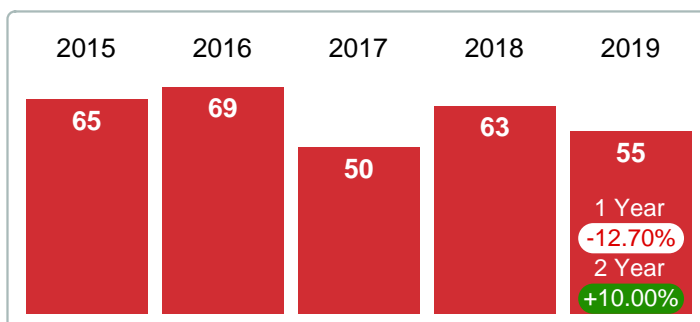
MEDIAN DAYS ON MARKET TO SALE

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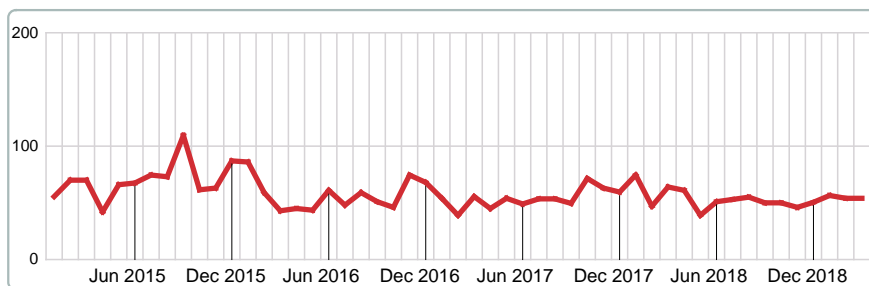
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

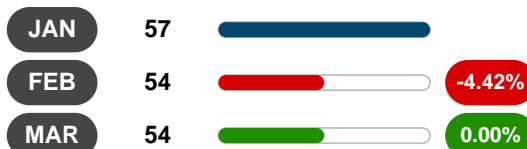


3 MONTHS

5 year MAR AVG = 57

High Sep 2015 110 Low May 2018 39

Median Days on Market to Sale this month at 54 below the 5 yr MAR average of 57



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8.14%	24	64	1	0	0
\$40,001 - \$60,000	13.95%	69	88	58	26	0
\$60,001 - \$80,000	13.95%	44	55	20	161	0
\$80,001 - \$130,000	25.58%	61	58	58	169	94
\$130,001 - \$180,000	16.28%	50	0	50	35	102
\$180,001 - \$260,000	12.79%	49	0	32	136	0
\$260,001 and up	9.30%	53	55	13	0	108
Median Closed DOM		54	69	49	55	102
Total Closed Units	100%	86	18	56	9	3
Total Closed Volume		11,475,639	1.99M	7.40M	1.37M	717.00K

March 2019



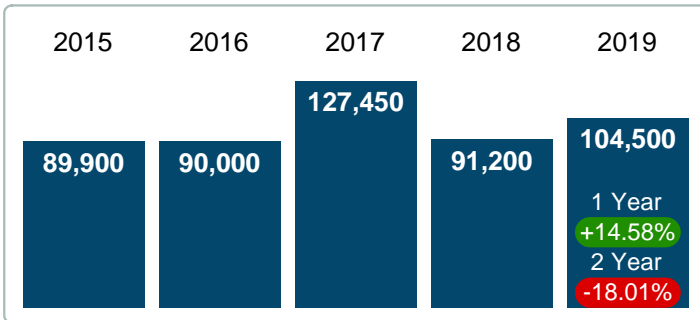
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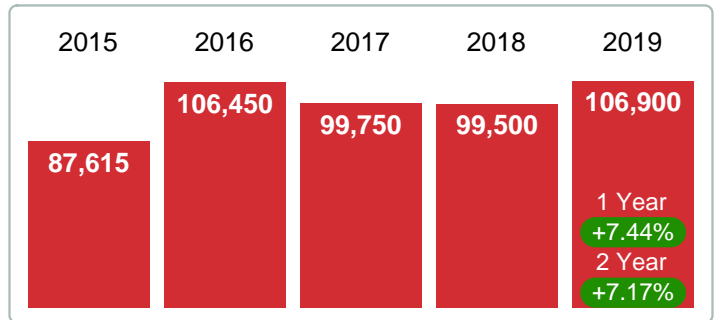
MEDIAN LIST PRICE AT CLOSING

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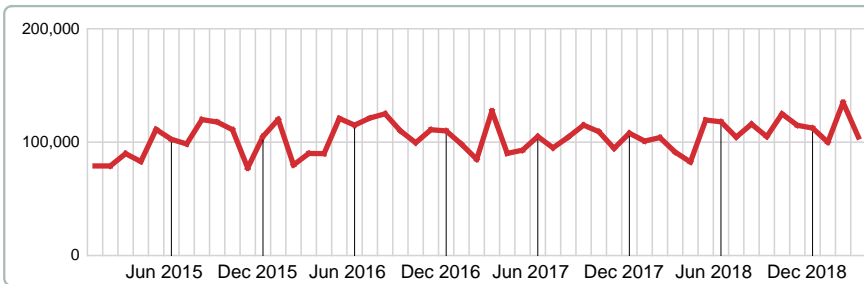
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

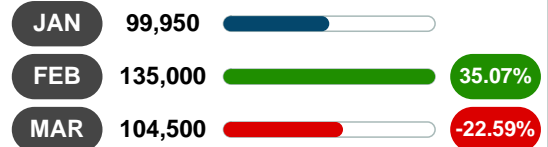


3 MONTHS

5 year MAR AVG = 100,610

High Feb 2019 135,000 Low Nov 2015 77,250

Median List Price at Closing this month at **104,500** above the 5 yr MAR average of **100,610**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8.14%	29,900	29,450	39,500	0	0
\$40,001 - \$60,000	12.79%	49,900	54,900	44,900	49,900	0
\$60,001 - \$80,000	11.63%	67,588	67,275	67,450	79,900	0
\$80,001 - \$130,000	27.91%	100,000	95,000	102,900	100,000	110,000
\$130,001 - \$180,000	17.44%	169,000	0	149,950	179,900	159,000
\$180,001 - \$260,000	10.47%	229,900	0	229,900	226,750	0
\$260,001 and up	11.63%	334,750	434,500	302,500	0	470,000
Median List Price		104,500	61,138	110,900	179,900	159,000
Total Closed Units		86	18	56	9	3
Total Closed Volume		12,028,374	2.20M	7.70M	1.39M	739.00K

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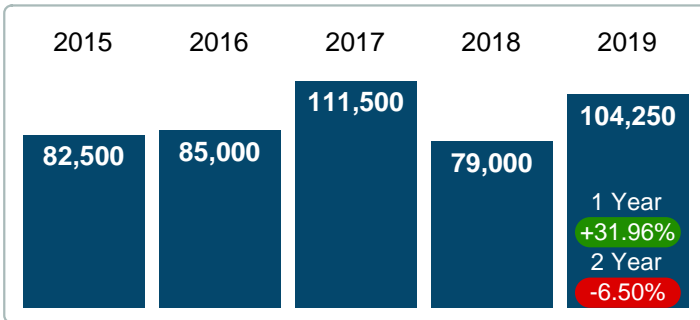
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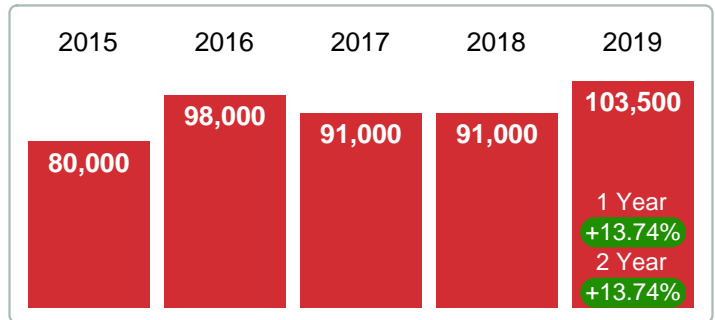
MEDIAN SOLD PRICE AT CLOSING

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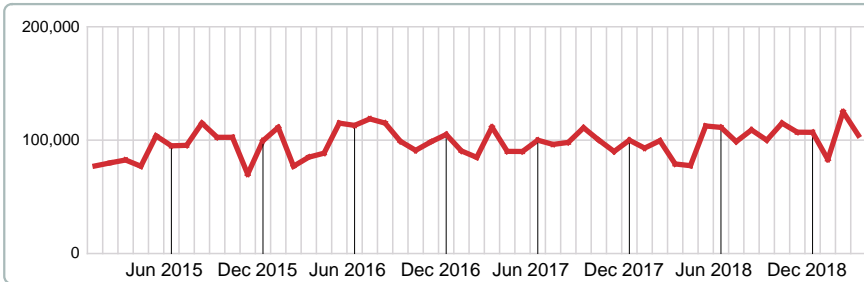
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

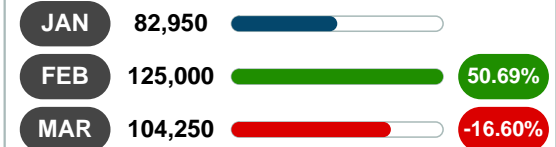


3 MONTHS

5 year MAR AVG = 92,450

High Feb 2019 125,000 Low Nov 2015 70,000

Median Sold Price at Closing this month at 104,250 above the 5 yr MAR average of 92,450



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8.14%	23,000	22,750	31,000	0	0
\$40,001 - \$60,000	13.95%	49,250	48,500	46,500	52,900	0
\$60,001 - \$80,000	13.95%	72,000	71,395	69,000	76,000	0
\$80,001 - \$130,000	25.58%	102,750	88,500	103,500	103,500	107,000
\$130,001 - \$180,000	16.28%	165,250	0	155,250	176,000	165,000
\$180,001 - \$260,000	12.79%	229,000	0	233,500	208,000	0
\$260,001 and up	9.30%	357,500	457,000	330,000	0	445,000
Median Sold Price		104,250	57,395	107,000	176,000	165,000
Total Closed Units	100%	86	18	56	9	3
Total Closed Volume		11,475,639	1.99M	7.40M	1.37M	717.00K

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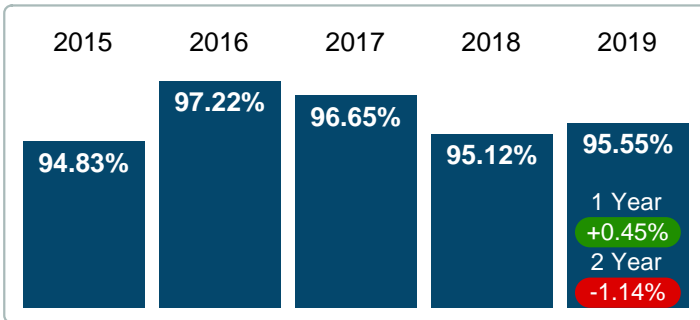
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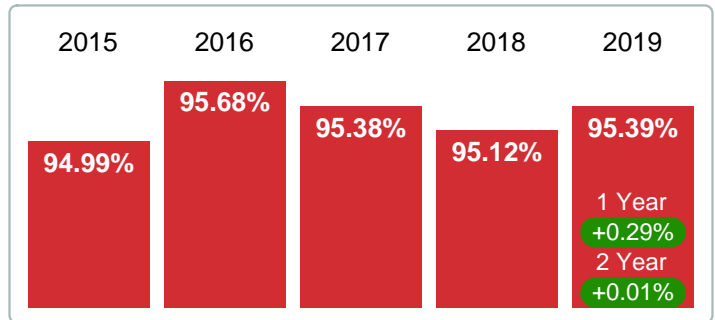
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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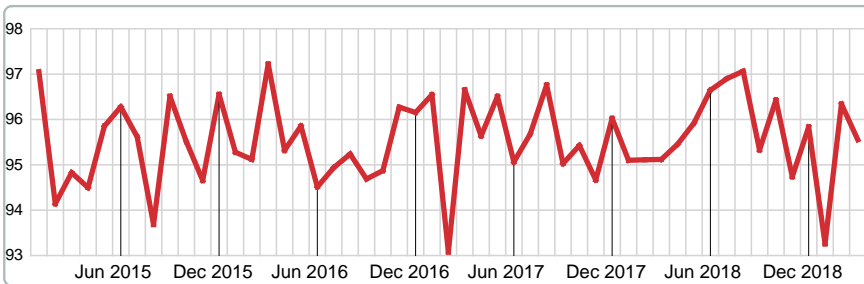
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

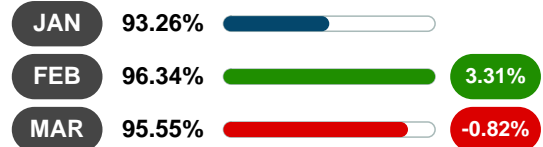


3 MONTHS

5 year MAR AVG = 95.87%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **95.55%**
equal to 5 yr MAR average of **95.87%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	8.14%	81.52%	86.76%	78.48%	0.00%	0.00%
\$40,001 - \$60,000	12	13.95%	94.95%	88.18%	94.95%	106.01%	0.00%
\$60,001 - \$80,000	12	13.95%	93.48%	88.77%	93.53%	95.12%	0.00%
\$80,001 - \$130,000	22	25.58%	96.93%	95.12%	97.33%	103.50%	97.27%
\$130,001 - \$180,000	14	16.28%	98.92%	0.00%	98.71%	97.83%	103.77%
\$180,001 - \$260,000	11	12.79%	96.15%	0.00%	95.34%	97.20%	0.00%
\$260,001 and up	8	9.30%	95.32%	91.41%	97.98%	0.00%	94.68%
Median Sold/List Ratio		95.55%		91.71%	96.06%	97.83%	97.27%
Total Closed Units		86	100%	18	56	9	3
Total Closed Volume		11,475,639		1.99M	7.40M	1.37M	717.00K

March 2019



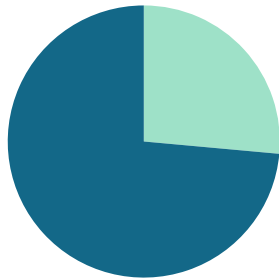
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Nov 15, 2023 for MLS Technology Inc.

INVENTORY

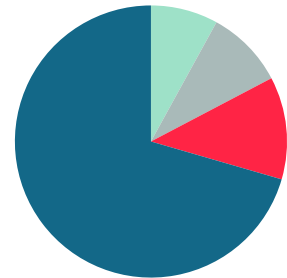


Inventory
 New Listings
261 = 26.44%
 Start Inventory
726
 Total Inventory Units
987
 Volume
\$211,410,104

Market Activity

Closed Sales
86 = 8.00%
 Pending Sales
100 = 9.30%
 Other Off Market
131 = 12.19%
 Active Inventory
758 = 70.51%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	85	86	1.18%	224	205	-8.48%
Pending Sales	78	100	28.21%	250	254	1.60%
New Listings	262	261	-0.38%	661	681	3.03%
Median List Price	91,200	104,500	14.58%	99,500	106,900	7.44%
Median Sale Price	79,000	104,250	31.96%	91,000	103,500	13.74%
Median Percent of Selling Price to List Price	95.12%	95.55%	0.45%	95.12%	95.39%	0.29%
Median Days on Market to Sale	64.00	54.00	-15.63%	63.00	55.00	-12.70%
Monthly Inventory	811	758	-6.54%	811	758	-6.54%
Months Supply of Inventory	9.63	8.97	-6.81%	9.63	8.97	-6.81%

Absorption: Last 12 months, an Average of **85** Sales/Month

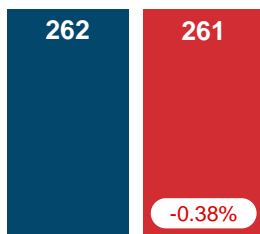
Inventory on March 31, 2019 = **758**

2018 **2019**

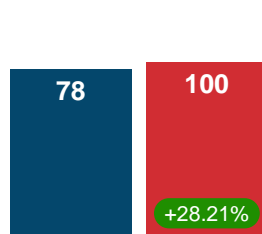
MARCH MARKET

MEDIAN PRICES

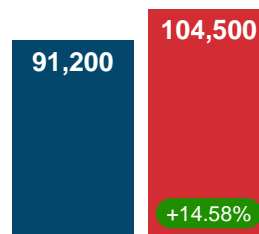
New Listings



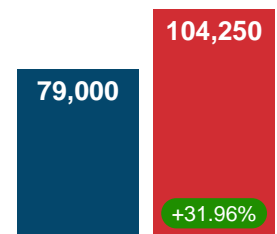
Pending Listings



List Price



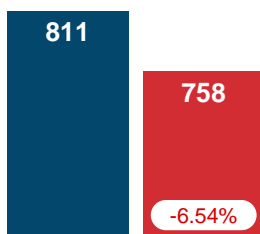
Sale Price



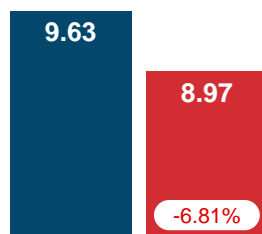
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

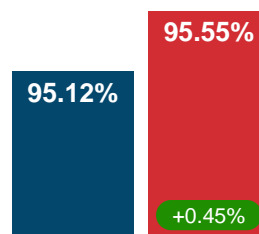
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

